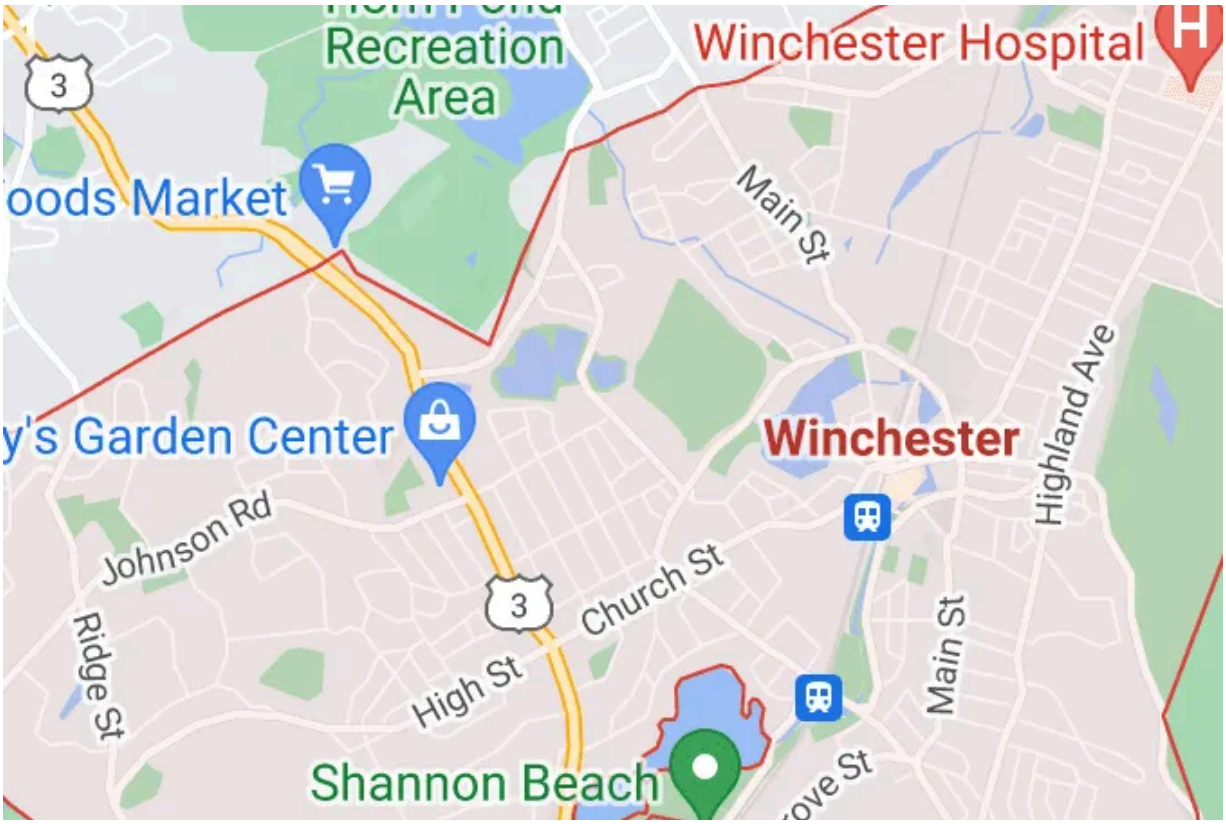
WINCHESTER NEWS
A TRUSTED AND RELIABLE SOURCE OF LOCAL NEWS
Donate
DONATE | NEWS | SPORTS | EVENTS | FEATURES | OPINION | NEWSLETTER | CONTACT | ABOUT

NEWS

Trends in Winchester real estate

SPECIAL TO THE NEWS

September 16, 2023 . 11:50 AM — 2 min read



Google Maps map of Winchester

By Ruthie Gagne

Right now the Winchester real estate market is going through an interesting time. There are two trends of home sales— homes that sold

Subscribe

basically before they were even on the market (not really, they were on for a short period of time before being gobbled up and sold above asking price), while other homes that seem as lovely and unique as their counterpart homes, take much longer to sell.

What is the most noticeable difference between the homes in these two different categories? The answer in this current market is how up-to-date the home is. The 'pretty' homes, those with updated kitchens and bathrooms, lots of light, fresh paint, well-tended garden beds, regardless of the price point or the actual cost of having these features, will sell like hot cakes. On the flip-side, those homes that may need a little work, or homes with unique qualities (i.e., slanted floors, smaller windows, lower ceilings) end up remaining on the market for longer. Therefore, if residents are thinking about selling or are looking for ways to increase the reasonable asking price of their homes, updating *intelligently* is the best bet to increase a return on investment. And vice versa if buying; there is a huge opportunity to gain even more equity from a home that is not all 'pretty,' with other people's preferences.

A few words of caution, however – when updating a current home, sellers should be mindful to not accentuate the contrast between the updated areas and the more original parts throughout the home whether in the same area or not. This is because if one area stands out as being very updated and modern, the other areas will stand out just as much, but negatively. This would then decrease buyers' desire for the home, meaning that update actually hurt the seller's bottom line, not only because of the money invested in it, but also the decreased return. Sellers should avoid updating one major thing and instead should work on multiple smaller projects. For instance, instead of updating the pool, it's better to give all the rooms a fresh coat of paint. But not if the roof needs work.

So, how is the Winchester real estate market?

Subscribe

Well, it depends – is someone buying or selling? And though these goals are obviously related, they are emotionally diametrically opposed: Buying is an emotional-rooted decision, usually based on a family's needs and wants, and is heavily dependent on how the home makes them feel, or how they see themselves living there. Selling on the other hand, is much more financial and should be much less emotional: the goal is to maximize the financial return on the seller's nest-egg investment.

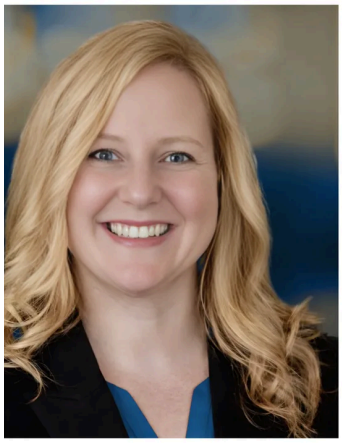
How do the rising interest rates affect our market?

The answer is (fortunately, or unfortunately) rising interest rates seem to have less of an effect on Winchester's real estate market than we see in other areas. That is because with the low inventory, coupled with high demand, leading to homes often going over asking / appraisal, potential buyers can only present truly strong offers if a good portion of their offer is in cash. Because banks will only lend the appraised amount for a home, anything above that price (aka, what buyers present for over asking, their 'emotional' price) will need to come from cash. Therefore, many buyers in today's limited market are still looking for their next home and can afford to compete in this market.

Ruthie Gagne is currently with the Winchester office of Barrett Sotheby's International Realty and the founder / CEO of Gagne Real Estate. She is also a precinct 3 Town Meeting Member.

Related

Subscribe



NEWS

Winchester School Committee candidates bring contrasting backgrounds to Thursday forum

Two candidates for Winchester's School Committee will face voters at a forum as the district navigates a new literacy curriculum, budget pressures and questions about student mental health. Heather von Mering and John Bellaire are competing for an open seat on the School Committee, which oversees a budget von

WILL DOWD | STAFF WRITER
March 4, 2026

NEWS

Rep. Michael Day helps House colleagues pass sweeping energy affordability bill

The following was submitted by the Office of Rep. Michael S. Day: Rep. Michael S. Day and his colleagues in the House of Representatives recently passed energy affordability legislation that would result in over $9 billion in savings for utility ratepayers over the next 10 years. The bill maintains critical

March 4, 2026

NEWS

Winchester gun owners face new training rules starting April 2

Public safety data How Winchester compares on firearms licenses in comparable Massachusetts communities Active licenses

NEWS

Sen. Jason Lewis, Mass. Senate strengthen fair housing protections for rente

The following was submitted by the Office of Sen. Jason Lewis: State Sen. Jason Lewis

Subscribe

as of Jan. 25, 2025 — Source: Massachusetts Criminal History Systems Board License to carry firearms Firearms identification card Winchester and Marblehead are the focus communities. Peers selected based on comparable population size, demographics and suburban

WILL DOWD | STAFF WRITER
March 4, 2026

joined his colleagues in the Massachusetts Senate to pass legislation that protects residents from discrimination in the housing market as the Trump administration abandons its enforcement of the federal Fair Housing Act. Illegal discrimination continues

March 3, 2026

Latest

PROMOTING HEALTH & EMPOWERMENT
HEAR FROM HIGH SCHOOL LEADERS
LEARN THROUGH INTERACTIVE GAMES
MEET NEW PEOPLE
FREE AND OPEN TO THE COMMUNITY
Middle school & high school students, teachers, parents, friends, community members - come and bring a friend!
FOR MORE INFORMATION:
EMAIL OFFICE@NFSJ.ORG
CALL 781-729-7100
NETWORK for SOCIAL JUSTICE
FROM WINCHESTER AND CHELSEA
GIRL UP
WOMEN IN STEM
GIRLS GOTTA RUN
MIND & MATTER

EVENTS

Celebrate Women's History Month with Girls Leading Change

The following was submitted by the Network for Social Justice: To mark Women's History Month and International Women's Day in 2026, the Network for Social Justice is collaborating with club leaders from Winchester High School and members of the Community Health team from La Colaborativa in Chelsea and

March 4, 2026

NEWS

Winchester School Committee candidates bring contrasting backgrounds to Thursday forum

Two candidates for Winchester's School Committee will face voters at a forum as the district navigates a new literacy curriculum, budget pressures and questions about student mental health. Heather von Mering and John Bellaire are competing for an open seat on the School Committee, which oversees a budget von

WILL DOWD | STAFF WRITER
March 4, 2026

Subscribe

FEATURES

‘Chicago: Teen Edition’ dances onto the Winchester High School stage

By Talia Ho | Correspondent Fame. Fortune. And all that jazz. This spring, Winchester High School presents “Chicago: Teen Edition,” a bold musical that explores celebrity culture, media manipulation, and the cost of ambition. This iconic production is set in the 1920s. Performances will take place on March 13 and 14

SPECIAL TO THE NEWS
March 4, 2026

EVENTS

Ripley Chapel in Winchester presents ‘Syldason: You Are Welcome Here’

The following was submitted by the Ripley Chapel at First Congregational Church: On Friday, March 13, beginning at 7:30 p.m., live in-person and live streamed from the stunning Ripley Chapel at First Congregational Church, Winchester, 21 Church St., join in with Syldason, a duo concert featuring Sylvie Zakarian,

March 4, 2026

WINCHESTER NEWS
A TRUSTED AND RELIABLE SOURCE OF LOCAL NEWS

Subscribe to Winchester News

Subscribe

© 2026 Winchester News Group, Inc. Copying and sharing with permission for non-commercial use only.

Subscribe